



**Request for City Council Committee Action  
From the Departments of Public Works and Procurement**

**Date:** July 24<sup>th</sup>, 2012  
**To:** Honorable Sandra Colvin Roy, Chair Transportation & Public Works Committee  
**Referral to:** Honorable Betsy Hodges, Chair Ways and Means Committee

**Subject:** Approval of Official Publication No. 7653 Bids for Cellular Concrete

**Recommendation:**

Acceptance of the only bid of Cellular Concrete, Inc. for an estimated expenditure in the amount of \$120,000.00 to furnish and deliver Preformed Foam Cellular Concrete to the City of Minneapolis Public Works Surface Water and Sewers Division, as follows:

1. Price per cubic yard of furnished preformed cellular concrete: \$ 97.50
2. Mobilization charge per each mobilization (if any): \$1,250.00

Terms are Net-30 days. F.O.B.: Destination

**This has been approved by the Civil Rights Department**

Prepared by: Gary Warnberg

Director, Purchasing

Approved by: Steven A. Kotke, P.E.

Director of Public Works

**Financial Impact** (Check those that apply)

☐ No financial impact - or - Action is within current department budget.  
(If checked, go directly to Background/Supporting Information)

☐ Action requires an appropriation increase to the Capital Budget

☐ Action requires an appropriation increase to the Operating Budget

☐ Action provides increased revenue for appropriation increase

☐ Action requires use of contingency or reserves

☒ Other financial impact (Explain): Action is within Budget

☐ Request provided to the Budget Office when provided to the Committee Coordinator

**Background/Supporting Information:**

Tabulation of one (1) bid received on Official Publication No. 7653 for Bids for Cellular Concrete

Attachments - Staff Recommendation  
Tabulation Sheet

cc: J. Klejwa  
J. Burns

**CITY OF MINNEAPOLIS  
DEPARTMENT OF PUBLIC WORKS  
SURFACE WATER & SEWERS**

1901 EAST 26<sup>TH</sup> STREET  
MINNEAPOLIS, MINNESOTA 55404-4028



**TO:** David Schlueter, City of Minneapolis Purchasing  
**FROM:** Joe Klejwa, P.E., City of Minneapolis Public Works  
**DATE:** July 11, 2012  
**SUBJECT:** Acceptance of single bidder

The City of Minneapolis' Sewer Department would like to accept the single bid response for cellular concrete submitted by Cellular Concrete, Inc.

That we are aware of, this is the only company in Minnesota that produces this type of product. The next closest producer is out of Chicago, and it is not cost effective for them or other similar companies from other states to send machinery and labor to Minnesota and try to compete in price with Cellular Concrete.

Other local concrete producers such as Cemstone do produce air-entrained lightweight concrete mixes, but instead of mixing foam with the concrete on-site, they use an additive to the concrete mix that can tend to lose the air entrainment during mixing and produces a less consistent product.

Additionally, the price per cubic yard bid by Cellular Concrete is very competitive, and is less than the current bid by Cemstone for their version of a lightweight concrete.

For these reasons Surface Water & Sewers would recommend to accept the single bid by Cellular Concrete.

